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56 Federal Extension Service
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3 Basic Reference Materials for
a Farm and Home Development Course *

This list of basic reference materials, like the course outline it goes along with, is flexible. Items deemed essential for students carry one asterik. Items deemed essential for instructors, but not for students, carry two asteriks. Where an asterik or asteriks apply to a bracket, one or more of the items in the bracket should be selected. In additions, the references are catalogued under various headings which indicate their content. As a further aid to student and instructor, specific page, chapter and/or section references are indicated within the larger works. Footnotes and references in the cited works will guide both students and instructors to relevant related materials. Course texts which might be used with this reference would be one or more of the following, depending upon the preferences and background of the instructor:

Black, J. D., et al, Farm Management, the McMillin Company, 1947.

Bradford, L. A. and Johnson, G. L., Farm Management Analysis, John Wiley and Sons, 1953.

Case, H. C. M. and Johnston, P. E., Principles of Farm Management, Lippincott, 1953.

Forster, G. W., Farm Organization and Management, Prentice-Hall, 1953.

Heady, E. O. and Jensen, H. R., Farm Management Economics, Prentice-Hall, 1954.

Malone, Carl, How to Make Your Farm Pay, Iowa State College Press, 1950.

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Developed by the "Small Work Group" on farm and home development in the Workshop on Extension Regional Summer Schools, Purdue University, Sept. 27 - Oct. 1, 1954²⁰
(For use by E. P. Callahan in Summer School Course at University of Wisconsin.)

I. Extension Background on Farm and Home Development

Planning My Farm Business, John H. Sitterley, Extension Bulletin 211, Ohio State University, 1940.

- * "Farm and Home Planning - A new Approach to Farm Management Extension Work," M. L. Wilson and H. M. Dixon, Journal of Farm Economics, Feb., 1947, Vol. XXIX, No. 1, pp 167-174.

- * Darryl R. Francis and Donald L. Henry, Evaluation of Farm and Home Development Programs, Federal Reserve Bank, St. Louis, 1949.

- * E. J. Nesius, The Background, Principles and Application of Kentucky Farm and Home Program, Farm Ec. Ext. 45, University of Kentucky, 1950.

- * Dorris D. Brown, Problem Solving in a Farm and Home Planning Teaching Program, unpublished DPA Thesis, Harvard University, 1952. (Chapter 1, on the history of the Missouri Balanced Farming program.)

- * Public Law 83 - 83rd Congress, Chapter 157 - 1st Session, S 1679. (Smith-Lever Act as amended June 26, 1953.)

"The Challenge of Agricultural Economics to Extension Work," R. B. Tootell Journal of Farm Economics, Dec., 1953, Vol. XXXV, No. 5, pp 989-992.

- * Department of Agriculture Appropriations for 1955. Hearings before the Subcommittee of the Committee on Appropriations, House of Representatives (Subcommittee on Agricultural Appropriations) Eighty-third Congress, Second Session, Part 2. pp 647-697. (Especially pp 647-659)

- * The Congressional Record, April 13, 1954, Vol. 100, No. 68, Debate in the House of Representatives on appropriation for cooperative agricultural extension work. PP. 4870-4874

- * Fitting the Pieces Together, Harry R. Mitiguy, Extension Service Review, January, 1954, Page 7.

- * Preliminary Draft of A Proposed Extension Service Program in Better Farming for Better Living - A Unit Approach to the Farm Family's problems. North Central States Farm Management Extension Committee. Mimeographed 1953.

II. Conceptual Background on Farm and Home Development

- * "The Theory of the Firm and Farm Management Research," T. W. Shultz, Journal of Farm Economics, August, 1939, Vol. XXI, No. 5, Part I, pp 570-586.

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- * New Managerial Concepts and the Extension Service, Agr. Ext. 59, University of Kentucky, 1952, Glenn L. Johnson.
- * Proceedings: Research Conference on Risk and Uncertainty in Agriculture, Northern Great Plains Advisory Council, 1953, (mimeographed) pp II 2.01 to 2.12.

III. The Nature of Farm and Home Development as an Extension Activity

- * "Problems in a Farm and Home Planning Program" Journal of Farm Economics, Dorris D. Brown, May, 1954, Vol. XXXVI, No. 2, pp 187-197.
 - * Balanced Farming in Missouri, Mo. Ag. Ext. Service, Cir. 537.
 - * Bradford and Johnson, Chapter 25, pp 427 f.
- Strengthening American Agriculture Through Research and Education,
U. S. Department of Agriculture, Office of the Secretary, Aug., 1953.
- Planning the Farm for Profit and Stability, Farmers Bulletin 1965,
USDA, Feb., 1945.
- "Farm Planning in Indiana," Purdue University, Extension Bulletin 355.
- "How to Make a Farm and Home Visit," Indiana Extension Service.
- * "What the New Extension Approach Really Means," Excerpts from The County Agent, July, 1954, C. M. Ferguson, Federal Extension Service.
 - * "Strengthening and Further Improving Extension Work Through the Farm Unit Approach," Mimeographed Federal Extension Service, July 20, 1954. 751(7-54)
 - * "Eighteen Quotations that Refer to the Individual Farm and Home Approach" notes, Virgil Gilman, Federal Extension Service, Jan. 26, 1954.
 - * Farm and Home Planning in the Southern States, Ratchford and Callahan, Southern Farm Management Extension Committee. Mimeographed.

IV. Case Histories and Farm and Home Development Experiences

- ** Farm Planning - a Trial Operation, R. G. Wheeler and J. D. Black, Harvard University. (See also Journal of Farm Economics, May, 1954, VOL. XXXVI, No. 2, pp 198-209)

Here's the Story, Federal Reserve Bank of Richmond.

Balanced Farming in Carroll County, Missouri Agricultural Extension Service. (Printed Publication)

Farm and Home Development - The Ladners' Bid for a Brighter Future, Federal Extension Service, Mimeographed 633(6-54).

Balanced Farming with the Paynes, Mo. Agr. Ext. Services (Printed Leaflet).

The Genesis and Development of Balanced Farming in Missouri - A Case Study
Andrew J. Nichols. Mimeographed University of Missouri, U. S. Department of Agriculture, and Foreign Operations Administration, Washington, D. C. August, 1954.

V. Principles and Approaches

A. Marginal Analysis:

- * Black, et al, Chapters 17-18.
- (** Bradford and Johnson, Chapters 8-12.
- * (Case and Johnston, pp. 41-56.
- (Forster, G. W., Chapters 4-5.
- (** Heady and Jensen, Chapter 4.

B. Budgeting and linear programming:

- * Bradford and Johnson, Chapter 21 and budgeting sections of earlier chapters.
- * Forster, G. W., Chapter 6.
- * Heady and Jensen, Chapter 5.
- * James Nielson, Application of the Budget Method in Farm Planning, Doctoral Dissertation, Harvard University, 1953.

C. Land-use capacity approach:

- * Case and Johnston, Chapters 5-6.
- * Forster, Chapter 20.
- * Heady and Jensen, Chapters 6-7.
- * Johnson and Bradford, pp. 98-107
- * Malone, Chapter 6.

D. Farm records, business indices and operating ratios approaches:

- * Black, et al, Chapter 22.
- * Bradford and Johnson, Chapter 4 and 285-91.
- * Case and Johnston, Chapters 14-15.
- * Forster, Chapter 8.
- ** K. Vary, "Economics of Grassland Farming in the Corn Belt," Journal of Farm Economics, December, 1952, Vol. XXXIV, No. 5, pp. 765-767.

E. Labor-use approach:

- L. H. Brown, Some Farm Business Analysis Tools, Michigan State College, pp. 2-6.
- Bradford and Johnson, pp. 85-87, and 285-91.
- K. Vary, op. cit.

F. Home Management approaches:

- * Management for Modern Families, Irma H. Gross and Elizabeth W. Crandall, Appleton-Century-Crofts, Inc., New York, 1954, Chapter 3.

A Comparison of Home Management by Two Socio-Economic Groups, Michigan Agricultural Experiment Station Bulletin 240, 1954.

- * Home Management in Theory and Practice, Irma H. Gross and Elizabeth Crandall, Appleton-Century-Crofts, Inc., New York, 1947, Chapters 1, 2, and 3.

- ** Heady, Back, and Peterson, Interdependence Between the Farm Business and the Farm Household With Implications on Economic Efficiency, Iowa Agricultural Experiment Station, Research Bulletin 398, June, 1953.

Farm and Home Financial Planning, USDA Misc. Pub. 599, Nov., 1946.

Guiding Family Spending, USDA Misc. Pub. No. 661, March 1949.

G. Decision Making and the Integration of Farm with Home Plans:

- * Bradford and Johnson, pp. 87-89, 395-403, 416-420 and problem 20, p. 420, Heady and Jensen, p.6.
- ** Johnson and Haver, Decision Making Principles in Farm Management, Ky. Exp. Sta. Bul. 593, June, 1953.
- Malone, Chapter 13.

VI. Technical Information

A. Marginal input-output studies:

- ** Input-output Relationships in Milk Production, USDA Technical Bulletin 815, E. Jensen, J. Klein, E. Ranchenstein, T. Woodward and R. Smith.
- * "More Grain for Your Dairy Cows," J. Klein and R. Jennings, Agricultural Situation, February, 1949, USDA.
- * Pork Costulator, sold and distributed by Country Gentlemen.
- ** USDA Technical Bulletin 900, Relation of Feed Consumed to Food Products Produced by Fattening Cattle, 1945.
- ** USDA Technical Bulletin 894, Feed Consumption and Marketing Weight of Hogs, 1945.
- ** USDA Technical Bulletin 917, Feed Consumption and the Production of Pork and Lard, 1946.
- * "How Heavy Should I feed my Hogs," Agricultural Situation, January 1949.
- * "Decisions that affect Profits in Broiler Production," Conn. Ext. Service Bulletin 457 and Broiler Marketing Guide, Conn. Ext. Service MP41.

- B.* Farm Management Handbooks - secure appropriate ones for area under consideration.
- C. The following kinds general references should be used as applicable;
 Black, et al, Chapters 24-27 and 36-47.
 Bradford and Johnson, Chapters 13-19.
 Heady and Jensen, Chapters 6-14.
 Malone, Carl, Chapters 6-18.

VII. Information on Goals, Wants, Preferences and Values

- * The Management of Family Resources, Cleo Fitzsimmons, Section II, Chapters 2-8 on "Wants" Freeman, San Francisco, 1950.
- * Adoption of Improved Farm Practices as related to Family Factors, E. A. Wilkening, Un. of Wisconsin, Research Bulletin 183, Dec., 1953.

VIII. Strategies and Human Relationships

McDonald, John Dennis, Strategy in Poker, Business, and War, Norton, 1950, 128 p., \$2.50. (Very easy to read and very interesting. An excellent job of extension writing.)

Scripps, Edward W., Damned Old Crank, Edited by Charles R. McCabe, Harper, 1951, 259 p., \$3.50. (The list of "guiding rules" will be especially useful. They are satirical, cutting and cynical but pointed and meaningful. Also quite amusing.)

** Bradford and Johnson, pp. 368-370.

IX. Insurance and Risk Taking

Bradford and Johnson, pp. 403-10, Chapters 22-23.

Johnson, "Adapting Managerial Practices to Future Uncertainties of Prices, Costs and Yields." Farm and Home Convention talk - Mimeographed University of Kentucky.



